

Message Text

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43

ACTION MC-02

INFO OCT-01 AF-10 ADP-00 PM-09 L-03 CIAE-00 INR-09 NSAE-00

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R 201521 Z MAR 73

FM AMEMBASSY PRETORIA
TO SECSTATE WASHDC 7812
INFO AMCONSUL CAPE TOWN
AMCONSUL JOAHNNESBURG

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E. O. 11652: N/A
TAGS: MILI, SF
SUBJ: MUNITIONS CASE

REF: (A) STATE 044009; (B) PRETORIA 0807

CAPE TOWN FOR EMBASSY

1. JOHANNESBURG COMMERCIAL OFFICER TALKED WITH OFFICIAL OF BRIGADIERS (PTY) LTD (W. F. PRETORIUS, TECHNICAL MANAGER) WHO CONFIRMED ORDER FOR 100 SPEECH SCRAMBLERS PLACED WITH RACAL ELECTRONICS SA LTD. PRETORIUS SAID THAT FIRM HAS WITHIN LAST YEAR ENTERED HIGHLY COMPETITIVE FIELD OF FOOD SLIMMING PRODUCTS WHERE COST TO DEVELOP AND MARKET NEW PRODUCT APPROXIMATELY DOLS 60-70,000. ON BASIS OF PAST EXPERIENCES, BRIGADIERS FEELS COMPETITORS HAVE BEEN MONITORING TELEPHONIC CONVERSATIONS (COVERING FORMULAS AND MARKETING STRATEGY) AND TAKING ADVANTAGE OF THIS TO PUSH THEIR PRODUCTS. SPEECH SCRAMBLERS, WHICH SUPPOSEDLY CAN BE INSERTED INTO ANY TELEPHONE, WOULD BE USED TO INSURE SECRECY OF COMMUNICATIONS WITH FIELD REPRESENTATIVES. BRIGADIERS ESTIMATES TOTAL COTS FOR 100 UNITS ORDERS AT APPROXIMATELY DOLE 35,000.

2. JOHANNESBURG COMMERCIAL OFFICER COMMENTS THAT ALTHOUGH EXPLANATION PERHAPS "FAR OUT," IT IS IN KEEPING WITH AGGRESSIVE NATURE OF COMPANY WHICH STARTED 10 YEARS AGO BY TWO JOURNALISTS

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(SEE WTDR DATED MARCH 1973). BRIGADIERS DOES NOT MARKET ITS PRODUCTS IN RHODESIA.

3. UPON RECEIPT OF ABOVE, EMBOFF CHECKED AGAIN WITH RACAL (JOHN LARSON) WHO REPEATED STORY REPORTED REFTEL B, NAMELY THAT IN INITIAL DISCUSSION HE HAD CONFUSED BRIGADIERS' ORDER WITH THAT PLACED BY TELESIGNALS FOR SIMILAR EQUIPMENT AND THAT BRIGADIERS' ORDER STILL OUTSTANDING.

4. COMMENT: AS REPORTED RESPECTIVE WTDRS, BOTH RACAL AND BRIGADIERS ENJOY GOOD REPUTATION. EMBASSY IS NOT IN POSITION TO COMMENT ON APPROPRIATENESS OF DEVICES ORDERED BY BRIGADIERS FOR PURPOSES CITED. NOR CAN WE JUDGE APPARENT CONFUSION OF RACAL OVER ORDERS UNDER CONSIDERATION. NEVERTHELESS, ON BASIS OF INFORMATION AVAILABLE, WE WOULD RECOMMEND ISSUANCE OF EXPORT LICENSE WITH PROVISO FOR SUBSEQUENT END- USE CHECK IF SOPHISTICATEDNESS OF EQUIPMENT MERITS.

HURD

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*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

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Disposition Approved on Date:
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Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
Disposition Event:
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Disposition Reason:
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